

Message Text

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11
ACTION NEA-10

INFO OCT-01 EUR-12 EA-07 ISO-00 CIAE-00 DODE-00 PM-04 H-02

INR-07 L-03 NSAE-00 NSC-05 PA-01 PRS-01 SP-02 SS-15

USIA-06 AID-05 OMB-01 TRSE-00 COME-00 EB-07 /089 W
----- 048680

R 200530Z JAN 76
FM USINT BAGHDAD
TO SECSTATE WASHDC 2710
INFO AMEMBASSY ABU DHABI
AMEMBASSY AMMAN
AMEMBASSY ATHENS
AMEMBASSY BELGRADE
AMEMBASSY BONN
AMEMBASSY DAMASCUS
AMEMBASSY DHAHRAN
AMEMBASSY DOHA
AMEMBASSY ISLAMABAD
AMEMBASSY JIDDA
AMEMBASSY KUWAIT
AMEMBASSY MANAMA
AMEMBASSY MUSCAT
AMEMBASSY TEHRAN
AMEMBASSY TOKYO
AMCONSUL BOMBAY
AMCONSUL CALCUTTA
AMCONSUL MADRAS

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E.O. 11652: N/A DECONTROL 12/31/78
TAGS: BEXP, USINJC, US, UN, IN
SUBJECT: US-INDIAN COMMERCIAL COOPERATION IN IRAQ

REF: STATE 258967

1. USINT BELIEVES US-INDIAN COMMERCIAL COOPERATION PROPOSED
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REFTEL MAKES CONSIDERABLE SENSE IN IRAQ, WHERE PRIME MINISTER

GANDHI IS HIGHLY REGARDED BY BAATH PARTY REGIME.

2. INDIAN EMBASSY OFFICER (ADYA PRADAD) RAISED ISSUE OF COOPERATION DURING CALL AT USINT JANUARY 17TH AND WAS GIVEN LIST OF US FIRMS PURSUING CONTRACTS IN IRAQ (COINCIDENTALLY HEAD OF U.S. FIRM DEERE AND COMPANY OPERATION IN BAGHDAD IS INDIAN NATIONAL). PRASAD (WHO IS NOT RPT NOT COMMERCIAL OFFICER) SAID HIS AMBASSADOR HAD ASKED HIM TO PURSUE US-INDIAN COOPERATION PERSONALLY. HE INTENDS TO SUPPLY USINT WITH LIST OF INDIAN FIRMS INTERESTED IN IRAQ.

3. REMAINS TO SEE ON CASE-BY-CASE BASIS WHAT WILL COME OF COOPERATION BUT INDIAN EMBASSY CLEARLY PLEASED WITH OUR INITIAL RESPONSIVENESS AND PRASAD WAS WELL BRIEFED ON WORK OF US-INDIAN JOINT COMMISSION AND FORTHCOMING ORVILLE FREEMAN VISIT TO NEW DELHI.

4. AS SUGGESTED BY AMEMBASSY BELGRADE IN 1973 CABLE WHICH WE NO LONGER HOLD, WE ARE PROCEEDING TO DEVELOP SIMILAR WORKING RELATIONSHIP WITH YUGOSLAV EMBASSY AND YUGOSLAV FIRMS. LATTER, FOR POLITICAL REASONS, OFTEN FIND GOI GIVING THEM BIGGER CONTRACTS THAN THEY ARE ABLE TO HANDLE ALONE. WILL PROBABLY FIND BIGGER PRACTICAL PAYOFF FOR US COMPANIES WITH YUGOSLAVS (WHO ARE ALREADY ON THE GROUND IN FORVR) THAN WITH INDIANS. BUT COOPERATION WITH BOTH NATIONS MAKES UNUSUALLY GOOD SENSE IN IRAQ WHERE THE MORE SUCCESSFUL COMPETITORS ARE OFTEN CHARACTERIZED BY LOW PUBLIC PROFILES (E.G. JAPAN, WEST GERMANY).
WILEY

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